7/27/88 R5650-2

JAPAN · ECONOMIC · INSTITUTE

JEI REPORT

A Two-Part Report: A and B

NO. 27A July 15, 1988

U.S. IMPORTS FROM JAPAN: A REVIEW OF 1987 SALES

Summary

The volume of U.S. purchases from Japan finally dipped in 1987, but it took more than the dollar's 53 percent drop against the yen between February 1985 and the end of the year to trim price-adjusted imports from this country's biggest foreign supplier. Consumer spending on cars, home electronics and other durables, which had increased at a heated pace during the first four years of the current expansion, cooled in 1987, putting a major damper on sales of made-in-Japan products. Along with the continuing cap on Japan's U.S.-bound car and steel shipments, new restraint arrangements for machine tools and textiles also reined in the growth of imports. Expanded Japanese production in the United States helped at the margin. At the same time, strong demand at home reduced the pressure on Japanese manufacturers to push exports to their largest overseas market.

The failure of the huge dollar-yen realignment to singlehandedly cut imports from Japan provides clues to why the total volume of U.S. offshore purchases is still rising more than three years after the dollar peaked in value on foreign exchange markets. For starters, Japanese manufacturers, opting to protect their stake in the key American market rather than maintain profit margins, passed through only about half of the dollar's drop in the form of higher U.S. prcies. These markups blunted the competitive edge of Japanese exporters in a range of business lines but rarely dulled it, in part because domestic producers in a cross section of industries raised their prices as well. Nonprice competitive factors also propped up imports from Japan. Moreover, the strength of U.S. manufacturing output in 1987 pulled in industrial inputs either not available here or in short supply. The

growth of business investment in computers and other equipment had the same effect.

For purchases from Japan, the relative weight of these opposing forces varied considerably across the four major end-use product categories. In a major turnaround, consumer goods contracted 13.4 percent to $13.4 billion, while the growth of automotive products was sliced to just 2.6 percent for a total of $33.7 billion. Staging a reversal of its own, intermediate goods went up 4.8 percent to $7.3 billion. Capital goods, though, stayed on a fast-paced expansion path, advancing by an additional 14.3 percent to $29 billion. On balance, imports of Japanese-made products increased 3.3 percent last year to $84.6 billion -- a major improvement on 1986's 19.1 percent gain.

Automotive Products

Cars - By driving up sticker prices in 1987, the weaker dollar caused the first year-to-year cutback in the volume of cars imported from Japan since U.S.-bound shipments were capped in April 1981. That at least was the conventional wisdom. But higher prices were just one reason car deliveries were down by 200,000-plus units or 7.7 percent to 2,417,509 vehicles on a 1.2 percent value gain to $21.3 billion -- and not necessarily first on the list. In many respects, soft car demand was the major problem. Consumers bought 42.1 million cars plus 15.8 million light trucks during the spending spree that propelled the expansion of the U.S. economy over the 1983-86 period. Having satisfied much of the pent-up demand from the 1980-82 recession, they scaled back the growth in their purchases of durables last year. Moreover, some late 1986 car sales were borrowed from 1987's first half because of the coming elimination of the sales tax deduction under tax reform. At the same time, Detroit's almost nonstop use of factory-to-dealer incentives, buyer rebates and/or low-cost financing to move slow-selling models added to the marketing headaches of Japan's automotive manufacturers and their American distributors. So did increased competition from Hyundai Motor Co. in the market's low end, where both General Motors Corp. and Ford Motor Co. introduced an entry-level car made in Korea.

Whatever the ranking of these developments, one thing was clear: Japanese car dealers were fighting an uphill battle for sales in 1987. The inventory numbers for Japanese imports were proof of that. Stocks equal to a 20- to 25-day supply were the norm during the 1983-85 sales boom. Last year, though, inventories in most months ran close to a 60-day supply -- a figure not seen since Tokyo decided to limit car exports to the United States. Honda Motor Co., Ltd.'s U.S. dealers could still sell all the cars they received from Japan -- and at prices generally above list in major metropolitan areas. The same was true for Toyota Motor Corp.'s distribution network, which handles the number-one import make.

The JEI REPORT (ISSN 0744-6489) is published weekly except for the New Year, Memorial Day, Labor Day, Thanksgiving and Christmas holiday weeks for $40 per year by the Japan Economic Institute of America, 1000 Connecticut Avenue, N.W., Washington, D.C. 20036. Second class postage paid at Washington, D.C. POSTMASTERS: Send address changes to JEI REPORT, 1000 Connecticut Avenue, N.W., Washington, D.C. 20036.

Mazda Motor Corp. managed to get its stocks below the industry average in the second half of 1987, but the inventory figures for other Japanese manufacturers looked like those for domestic makers during a slump. Nissan Motor Co., Ltd., the number-three import nameplate, Fuji Heavy Industries, Ltd. (which makes Subaru vehicles), Mitsubishi Motors Corp. and Isuzu Motors Ltd. rarely had less than a 60-day supply of cars on hand and often had anywhere from 90 to 120 days. GM and Chrysler Corp. also had trouble keeping their import stocks in check, with GM's supply of cars built by Isuzu and Suzuki Motor Co., Ltd. bouncing between 90 and 163 days and Chrysler's inventories of MMC-produced cars stuck in the 80- to 131-day range.

Inventories first started to pile up in the summer of 1986. That timing was no accident. Four rounds of price hikes since September 1985 had boosted the stickers on Toyota, Honda and Nissan cars by $1,300 on average or roughly 13.7 percent, according to Automotive News. Four subsequent increases -- at the beginning of the 1987 model year, again in February/March 1987 and June/July and then at introduction time in the fall -- accelerated the stock buildup last year. In all, Toyota's prices were up by an average $2,717 or 23.8 percent from the end of the 1985 model year, Honda stickers were $2,509 or 25.1 percent higher and Nissan models were $2,558 or 26.1 percent more expensive.

When inventories started to mount in 1986's second half, Japanese dealerships scrapped the pricing policies that had earned them fat profits in the boom years. First to go were the hefty markups added to the list prices of the most popular models in major import sales markets. Then dealers across the country began to discount prices on their slowest-selling models. With sales still lagging in early 1987, importers of Japanese cars finally bowed to what automotive industry analysts considered the inevitable and started to offer incentives to move selected models. Actually, the first cracks in the wall of resistance to car incentives had appeared in late 1986 when Mitsubishi launched a cash-to-dealer program and Isuzu introduced direct incentives for buyers of 1986 model cars. Toyota, Nissan and Subaru marketers joined MMC and Isuzu in providing dealer incentives in the first part of 1987 and Mazda climbed on the bandwagon in the spring, leaving Honda as the lone holdout. But only Mazda followed Subaru's expensive step of offering cash incentives to car buyers.

These moves mitigated some of the sales-dampening effects of higher sticker prices. So did Detroit's pricing strategies. The run-up in Japanese car prices triggered by the weaker dollar gave the U.S. Big Three a second chance to regain market share from their trans-Pacific rivals. GM and Ford squandered this opportunity during the 1986 model year, hiking prices by almost the same average dollar amount as Toyota, Honda and Nissan. Pricing of 1987 models at introduction reflected the same strategy of keeping profit margins fat even at the expense of sales, with GM and Ford again matching nearly dollar for dollar the average increases announced by the leading Japanese importers. U.S. manufacturers did hold the line when Japanese car prices were raised during the model year, but whatever competitive edge Detroit gained was short-lived since list prices went up again last fall. On paper the increases were modest. In reality they topped the average markups on 1988 model Japanese cars by big margins, both on a percentage basis and dollar-wise, as all three American car companies made standard much equipment that had been optional and upped prices accordingly.

The Big Three made another killing in 1987, earning a near-record $9.5 billion despite their costly incentive programs. In the process, though, they

helped the competition market more cars than otherwise might have been possible given last year's combination of soft demand and higher prices. "More" still meant that sales of made-in-Japan cars fell short of the record set in 1986 by 213,689 units or 9 percent. But with sales of 2,158,800 vehicles, Japanese imports supplied 21.1 percent of the market in 1987 compared with 20.7 percent the year before, as retail deliveries of domestic makes dropped 13.8 percent to 7,081,262 units.

Trucks - The conventional wisdom was on firmer ground in linking 1987's contraction in Japanese-made truck imports to price pressures caused by the weaker dollar. But here, too, something else was at work as arrivals tumbled 20.9 percent to 771,802 vehicles and their value fell 13.5 percent to under $4.2 billion. Ironically, that extra factor was smart product development and marketing by Detroit. Having stood by in the late 1970s while Japanese automotive makers carved out an expanding U.S. market for compact pickup trucks, the Big Three countered in the early and mid-1980s with a versatile lineup of downsized pickups, sports/utility vehicles and vans. An immediate hit, these products kept total U.S. sales of small trucks on a record-breaking course starting in 1982, in part by spurring a growing crossover of car buyers.

On the defensive, Japanese producers successfully fought back, increasing sales volume every year through 1986 despite the added handicap of a 25 percent duty on imported trucks. The key to their success was aggressive pricing of base pickup models, which were maintained at $5,999 during the 1982-85 period. The backup was liberal use of incentives, whether cash to dealers or cut-rate financing and rebates to buyers, whenever sales slowed. The Japanese competition also added features to their pickup models to meet a wider variety of passenger, cargo and performance requirements and, at the same time, moved into the fast-growing market for small sports/utility vehicles.

Japanese pickup truck manufacturers stuck with their proven sales formula in 1987, but this time around it failed them. Although importers generally raised truck prices by smaller margins than car prices as the dollar dropped, round after round of markups started to pinch sales. The stickers on price-leader pickups were increased by either $300 to $6,299 (Isuzu and Mitsubishi) or $600 to $6,599 (Mazda, Nissan and Toyota) when the 1987 models were introduced in the fall of 1986, and they went up two more times during the model year and again when the 1988 models were unveiled. GM, Ford and Chrysler raised prices as well, but their hikes were much smaller than the cumulative 1986-87 increases of $600 to $1,100 on Japanese base models. Detroit also repeatedly demonstrated that it could more than match the competition in the use of incentives.

Sales of compact Japanese sports/utility vehicles managed to escape the twin negatives of higher prices and stiff U.S. competition in 1987, jumping 52.4 percent to 201,976 units; so did vans. Pickups, however, took a beating, dropping 19.5 percent to 623,305 vehicles, which pulled down total sales of Japanese truck nameplates 8 percent to 865,471 units. And that was just the start of the good news for Detroit. Paced by an 18.5 percent jump in sales of downsized pickups to 781,992 units, combined retail deliveries of small American trucks advanced 13.3 percent last year to 1,916,741 vehicles. In the process, the domestic industry rolled back Japan's market share by a substantial 4.6 points to 31.1 percent.

Parts - While Detroit was making more money selling fewer vehicles, American makers of original equipment automotive parts were hard-pressed to keep earnings from falling farther. Their bottom lines are primarily determined by the level of North American production of cars and trucks by U.S.-headquartered manufacturers, and that number was down again in 1987. Output totaled 11.7 million vehicles, 0.7 million units short of the 1986 tally and 20 percent below what the industry still regards as the benchmark -- 1978's all-time-high production run of 14.6 million units.

The Big Three's slow but steady switch to independent parts suppliers was no help. Not only was there less volume to outsource but more competition from abroad for that reduced business. The dollar moved little if at all against the national currencies of low-wage countries, enabling their producers to maintain a big price edge in the thousands of labor-intensive parts that go into cars and trucks. Moreover, the cost-cutting steps that Japanese parts suppliers took to facilitate the adjustment of the domestic motor vehicle industry to the weaker dollar allowed them to remain competitive in the export market.

Detroit's continued sourcing of powertrain products and other major mechanical components from firms in Japan was one reason imports of motor vehicle parts and accessories jumped again, this time by 22.4 percent to $7.4 billion. A bigger factor, though, was another increase in Japanese transplant production -- shorthand for the vehicles assembled in the United States by Japan's automotive manufacturers. In 1987 Honda of America Manufacturing Inc., Nissan Motor Manufacturing Corp. U.S.A., New United Motor Manufacturing Inc. (the Toyota-GM venture) and newcomer Mazda Motor Manufacturing (USA) Corp. turned out a total of 735,694 vehicles, 108,418 units more than the year before and double 1985's output.

Although the four assembly operations are steadily qualifying additional U.S. makers of original equipment, they still bring in engines, transmissions, differentials or transaxles, electronics and other key components from Japan. Continued dependence on parent companies or affiliated suppliers at home for major production parts has an obvious impact on the import numbers: purchases expand basically in tandem with the growth in transplant output. But this sourcing pattern also has a big indirect effect on imports. Well over 100 Japanese parts producers have opened U.S. plants to supply Honda, Nissan, NUMMI and Mazda as well as two transplants doing trial production (Toyota and a joint venture between Mitsubishi and Chrysler), and they depend on subassemblies and individual parts brought in from Japan to operate their American factories.

Despite all the attention focused on transplant sourcing from Japan and Big Three OE purchases there, this business is thought to represent less than half of U.S. imports of Japanese-made parts. The biggest volume of trade -- and, fragmentary information suggests, the fastest growing -- is in replacement parts, primarily for Japanese vehicles. With Japanese models accounting for roughly 15 percent of the cars and trucks on American roads, the aftermarket for these vehicles is sizable. Domestic manufacturers are the main suppliers of batteries, tires, spark plugs, filters, mufflers, brake parts and other high turnover parts distributed through automotive repair shops, mass merchandisers and other nondealer channels, but Japanese competitors apparently held their own last year, the weaker dollar notwithstanding. The dollar-yen realignment also did not help the American industry break the near stranglehold of Japanese

vendors on the parts operations of Japanese car and truck dealers. While the dealer network handles well under 50 percent of the service and repair parts for Japanese vehicles, this is the primary U.S. distribution channel for mechanical components and other high value-added products.

Capital Goods

Computer Equipment - American capital goods manufacturers counting on the weaker dollar to help them regain part of the business they had lost to Japanese competitors during the first half of the 1980s were frustrated again last year. As the 35 percent jump in computer equipment purchases to $6.4 billion graphically demonstrated, imports from Japan were generally immune to exchange rate shifts. Immune, that is, in the conventional sense. The continuing decline in the dollar did accelerate the transfer of production from Japan to the United States, both by Japanese makers and U.S. producers dependent on Japanese manufacturing. In the trade statistics this move showed up in the above-average growth of parts imports in most capital goods product lines as American and Japanese competitors alike switched some of their sourcing from finished products to parts for U.S. assembly.

In the computer field this switch produced a 48.8 percent surge in parts imports to $2.9 billion. Roughly half of the gain reflected expanded purchases ($1.3 billion worth) of parts for memory devices, with an almost even split between the growth in parts for hard and floppy disk drives. Surprisingly, this expansion did not dent imports of drives from Japan. Imports jumped 43.6 percent to $0.5 billion on a larger volume increase -- one sign that pricing remained aggressive. Japanese vendors tightened their control of the U.S. market for low-capacity 5.25-inch hard drives used with personal computers, while extending their lead in the far bigger market for 5.25-inch flexible drives and the fast-expanding one for microfloppies.

Parts for printers were also up strongly, but this business was only one-fourth the size of disk drive parts imports. The big trade continued to be in the finished product. At $1.7 billion, purchases of printers were 32.8 percent above the 1986 figure. Lasers were the most dynamic import segment, reflecting the growing popularity of desktop publishing and the enhanced graphics capabilities of personal computers. But U.S. demand for dot-matrix printers for use with PCs and workstations remained strong. With Japanese manufacturers the dominant suppliers of these machines, imports hit 4 million units valued at $0.9 billion.

While Japanese companies extended their already deep inroads in the U.S. market for microcomputer peripherals last year, they were once again stymied in their attempt to gain share in the market for IBM-compatible PCs. International Business Machines Corp. admittedly created another stumbling block for Japan's computer industry by introducing a new line of PCs that is difficult to reverse engineer, but other manufacturers of compatible systems based on the old technology increased shipments in 1987. This fact was perhaps the final blow to the commonly held opinion that Japanese makers would become major players in the American personal computer market once the IBM PC became a commodity product.

Japanese manufacturers have made their mark on one segment of the U.S. microcomputer market -- portable and laptop computers. Their success backfired

in April 1987 when the Reagan administration slapped 100 percent penalty tariffs on these products in retaliation for Japan's failure to implement fully the bilateral semiconductor trade pact. Rather than walk away from this rapidly expanding market, the leading suppliers started U.S. assembly operations, which gave another boost to the computer parts import number.

Semiconductors - The return of double-digit growth to the personal computer market after a two-year pause plus higher sales of mainframes and midrange systems and related peripherals fueled the comeback of the struggling American semiconductor industry. It also boomeranged on domestic computer makers. U.S. chip orders, which had rallied in 1986 from their anemic 1985 levels, were above shipments for the year's four quarters. For most products the recovery simply meant firmer prices and slightly longer delivery times. But in DRAMs (dynamic random access memories), a market dominated by the Japanese competition, prices jumped and shortages developed, both for the workhorse 256K device and the state-of-the-art 1-megabit chip.

Strengthening demand was only part of the problem in DRAMs. To stamp out dumping of these products in third countries, the Ministry of International Trade and Industry told semiconductor makers in February 1987 to reduce production. The cutback slowly dried up excess supplies on the Japanese market and in the process pushed up DRAM prices in the United States, where quotes on Japanese-produced chips had already jumped to meet the pricing guidelines set by Washington as part of the July 1986 U.S.-Japan semiconductor trade accord.

Barraged by complaints from American computer makers about inadequate DRAM supplies, MITI lifted the production controls in the early fall. This did not end the shortage. For the year U.S. deliveries of Japanese-made memories, including EPROMs (erasable programmable read-only memories) and static RAMs as well as DRAMs, increased 16 percent. The import value, however, climbed 50.3 percent to $1 billion, swelling overall semiconductor purchases from Japan by 34.6 percent to $1.7 billion.

Machine Tools - U.S. machine tool builders continued to struggle last year. The improved outlook for domestic manufacturers of durable goods did not help them. Neither did new restraint arrangements with Japan and Taiwan, although the limits on shipments of Japanese-made machining centers, computer numerically controlled lathes and CNC punching and shearing machines trimmed imports 8.3 percent to under $1.2 billion. The U.S. industry's orders were no better than 1986's bookings, themselves more than one-fourth below the 1984 numbers. Moreover, shipments dropped even with another reduction in the backlog of unfilled orders.

American machine tool suppliers argued that the restraint agreement with Japan did not enable them to regain business from their rivals because there was a substantial inventory of Japanese-made products in the United States when the pact went into effect January 1. To move this inventory, they added, Japanese pricing remained aggressive despite markups in list prices to cover part of the fall in the dollar's value. But this argument had a fundamental flaw. Having largely retreated from the market for small and medium-size CNC lathes and machining centers -- the products making up most of the inventory overhang, U.S. builders were not in a position to compete for the contracts won by Japanese suppliers.

Consumer Goods

The decline in shipments of Japanese-made cars and trucks is a good test of the proposition that price hikes tied to the weaker dollar were not the only cause of the reduced 1987 volume of imports from Japan or necessarily the major factor. The drop in line after line of consumer electronics products provides an even better case study. Japanese manufacturers wished they had the luxury of raising U.S. prices by more than the 15 percent or so markup that occurred in 1986 and last year's increase in the single-digit range since profit margins, always thin in the cutthroat consumer electronics business, had been pared to the bone by the dollar-yen realignment. Suppliers, however, were boxed in.

With consumers finally applying the brakes to spending on durables in 1987 after a four-year buying spree, retailers of audio and video equipment had a hard time keeping sales at 1986 levels. Part of the problem, industry executives acknowledged, was that no new product had appeared on the market to take the place of videocassette recorders, the premier home electronics growth product of recent years. Sales of VCRs had slowed in 1986 despite another round of price-cutting; last year they fell as the number of American households with VCRs approached the 50-percent mark. A few products were still hot sellers, like camcorders (portable video camera-recorder combinations), giant screen (26 inches and larger) table and console color televisions and compact disk players. But overall demand was not strong enough to allow Japanese manufacturers to push through an across-the-board price increase of any magnitude and make it stick.

While soft demand put a lid on sales and imports, Japan's consumer electronics industry had only itself to blame for a big part of the deep cutback in shipments. Ignoring signs in 1986 that the days of go-go growth in the U.S. audio and video market were numbered, producers kept moving more products into the pipeline. This was particularly true of VCRs, but it applied as well to other types of equipment. When demand slowed as predicted, exporters were forced to make enormous adjustments. VCR shipments alone were reduced by 5.5 million units or one-third to 11.4 million, which sliced the import bill by 39.5 percent to $2.6 billion. In all, U.S. purchases of Japanese-made consumer electronics equipment dropped by close to $2 billion to roughly $8.2 billion.

Intermediate Products

Japan's steel mills were in a bind of their own last year but of a different kind. U.S. steel demand, while still less buoyant than in the late 1970s, picked up some strength in 1987, but Japanese competitors were not able to capitalize on this upturn. Even if a belated round of price increases had not handicapped them, the quota on U.S.-bound shipments would have. Under a five-year arrangement starting in October 1984, Japan's exports of carbon steel products to this country are limited to 5.8 percent of apparent American consumption. As it turned out, Japanese producers supplied just 4.7 percent of this dominant market segment in 1987, down 0.4 point from the year before. Overall shipments were off 2.3 percent to 4.3 million tons valued at $2.2 billion, with mills in Japan covering only 4.5 percent of total domestic demand -- their smallest share since 1965.

Japanese steel makers did manage to increase volume in a few product lines, including structural shapes and coated plates and sheets. But with the exception of the latter line, their normally big business in flat-rolled products was hamstrung, in part by the restraint agreement but also by the drop in production in the U.S. automotive industry -- steel's biggest customer -- and flat demand from appliance manufacturers. At the same time, stronger orders from the oil and gas industry had no spillover effect on depressed shipments of Japanese-made tubes and pipes.

For further information, contact Susan MacKnight.

* * * * * *

The views expressed in this report are those of the author and do not necessarily represent those of the Japan Economic Institute.

U.S. Imports from Japan by Commodity, 1986 and 1987

(in millions of dollars* and indicated quantity units)

Commodity	Quantity		Value		Percent Change 1986/87	Japan's Share of U.S. Imports 1987
	1986	1987	1986	1987		
Total Imports			**$81,911.1**	**$84,575.0**	**3.3%**	**20.8%**
Automotive Products			**32,849.1**	**33,694.9**	**2.6**	**39.5**
Cars	2,618,709 no	2,417,509 no	21,060.1	21,304.7	1.2	44.5
Assembled Trucks	975,613 no	771,802 no	4,807.3	4,156.8	-13.5	52.3
Truck and Truck Tractor Chassis	3,798 no	7,306 no	57.1	95.3	66.9	9.3
Truck Bodies (incl. cabs)	9,772 no	10,042 no	97.3	121.4	24.8	55.7
Truck Tractor Bodies	2,270 no	607 no	31.8	8.8	-72.3	26.0
Automotive Parts, Accessories and Engines			6,065.6	7,427.2	22.4	27.7
Body Stampings			197.9	264.6	33.7	61.0
Bumpers			53.8	52.0	-3.5	15.7
Wheels			109.3	108.8	-0.5	24.6
Radiators			33.2	28.6	-13.9	18.2
Mufflers and Tailpipes			52.1	67.1	28.8	30.1
Brakes and Parts			92.6	129.4	39.7	14.5
Transmissions			513.1	616.8	20.2	36.8
Shock Absorbers			29.5	66.2	124.4	44.0
Engines and Parts			885.4	1,219.1	37.7	24.7
Engines	653,191 no	784,178 no	638.7	875.7	37.1	24.5
Parts			246.8	343.4	39.1	25.1
Starting and Ignition Equipment			243.4	284.6	16.9	39.2
Battery Charging Generators	1,071,208 no	1,574,314 no	29.5	46.8	58.6	29.8
Starting Motors	1,962,186 no	2,789,679 no	64.0	85.7	33.9	63.3
Spark Plugs	428,182,000 no	563,309,000 no	29.6	35.8	20.9	46.6
Ignition Wiring Sets			76.5	118.1	54.4	10.8
Pumps			78.7	79.3	0.8	28.8
Fans and Blowers			19.6	28.7	46.4	28.1
Electric Lighting Equipment			67.3	85.0	26.3	25.9
Lead-Acid Batteries and Parts			34.1	41.8	22.6	30.4
Tires			475.6	492.2	3.5	25.9
Car Tires	8,496,980 no	9,217,145 no	243.0	256.2	5.4	24.6
Truck and Bus Tires	2,113,340 no	2,238,164 no	232.6	236.0	1.5	27.5
Radios	626,143 no	630,372 no	38.7	35.6	-8.0	10.8
Toughened and Laminated Glass			31.7	35.9	13.2	9.6
Metal Hinges, Fittings and Mountings			49.8	51.0	2.4	16.3
Springs and Leaves for Springs			22.1	25.1	13.6	10.3
Furniture			102.8	149.5	45.4	19.2
Snowmobiles	26,591 no	30,731 no	51.8	57.6	11.2	56.0
Golf Carts, Mopeds and Similar Vehicles	456,580 no	301,065 no	656.9	508.3	-22.6	90.6
Capital Goods			**25,333.9**	**28,946.8**	**14.3**	**33.2**
Nonelectric Machinery			17,230.9	19,626.2	13.9	36.5
Business Machines			7,901.9	9,709.3	22.9	46.3
Manual Office Typewriters	419,755 no	89,033 no	71.2	22.4	-68.5	41.2
Electric Office Typewriters	607,664 no	640,124 no	144.2	133.1	-7.7	80.4
Calculators	16,154,418 no	11,353,085 no	197.9	175.2	-11.5	46.3

Commodity	Quantity 1986	Quantity 1987	Value 1986	Value 1987	Percent Change 1986/87	Japan's Share of U.S. Imports 1987
Cash Registers (excl. point-of-sale units)	424,766 no	390,824 no	$100.4	$95.5	-4.9%	95.2%
Duplicating Machines			25.8	32.0	24.0	58.3
Office Copying Machines and Parts			1,283.3	1,184.0	-7.7	88.1
Copying Machines	856,654 no	727,883 no	922.6	924.4	0.2	90.5
Parts			360.7	259.7	-28.0	80.5
Microfilm and Microfiche Reader-Printer Combinations	102,838 no	109,707 no	129.5	152.5	17.8	78.0
Data Processing Equipment and Parts			4,703.0	6,350.4	35.0	43.0
Data Processing Equipment			2,781.1	3,490.3	25.5	49.3
Parts			1,921.9	2,860.2	48.8	37.2
Telephone Answering Machines and Office Recording and Transcribing Machines (except battery-operated)			136.0	106.1	-22.0	35.1
			1,272.8	1,167.7	-8.3	49.5
Machine Tools and Parts			56.1	46.7	-16.8	71.7
Electric Discharge Machines	956 no	691 no	228.0	233.1	2.2	82.9
Numerically Controlled Lathes	3,888 no	3,183 no	313.8	239.3	-23.7	78.4
Machining Centers	3,299 no	2,201 no	95.5	50.2	-47.4	40.9
Punching and Shearing Machines	1,801 no	913 no	110.3	150.7	36.6	36.9
Parts			62.0	31.2	-49.7	31.1
Casting Machines Used in Metallurgy and Parts			314.0	255.6	-18.6	35.4
Farm Tractors	69,266 no	58,979 no	238.0	218.6	-8.2	79.5
Under 40 Horsepower	52,000 no	51,760 no	64.0	34.7	-45.8	12.6
40-79 Horsepower	15,282 no	6,993 no	39.6	64.4	62.6	48.2
Garden and Rototill Tractors	13,327 no	25,428 no	63.0	85.9	36.3	62.1
Tracklaying Tractors for Farm Use	1,971 no	2,597 no				
Hydraulic Excavators and Other Excavating Machinery and Parts			504.4	706.9	40.1	43.3
Backhoes, Shovels, Clamshells and Draglines	5,200 no	7,082 no	235.6	368.6	56.5	67.5
Parts			127.8	221.8	73.6	30.7
Front-End Loaders	5,682 no	4,143 no	192.0	159.5	-16.9	26.3
Forklifts and Other Self-Propelled Work Trucks and Parts	31,264 no	31,377 no	300.5	322.0	7.2	44.1
Conveyors, Jacks and Other Materials Handling Equipment and Parts			243.6	286.6	17.7	25.7
			64.4	101.3	57.3	61.9
Conveyors (except belt type)	374,473 no	280,728 no	31.0	26.6	-14.2	25.5
Hydraulic Jacks			53.9	48.4	-10.2	12.3
Parts			237.8	306.3	28.8	22.0
Textile Machinery and Parts	214,717 no	279,215 no	100.6	134.2	33.4	73.1
Commercial Sewing Machines			42.2	44.2	4.7	22.5
Knitting Machines and Parts			52.5	33.2	-36.8	7.2
Pulp and Paper Mill Machinery and Parts			34.8	49.6	42.5	15.4
Sawmill and Other Woodworking Machinery and Parts			256.8	223.9	-12.8	23.7
Printing Equipment and Parts			105.0	86.3	-17.8	25.9
Sheet-Fed Offset Printing Presses	461 no	400 no	73.5	44.6	-39.3	46.6
Roll-Fed Offset Printing Presses	116 no	91 no	33.5	27.5	-17.9	9.3
Food Processing Machinery and Parts			161.5	223.2	38.2	30.0
Machinery and Parts for Making Plastics and Rubber			99.3	132.5	33.4	49.3
Injection Molding Machinery	1,229 no	1,587 no	29.6	75.2	154.1	22.7
Molds for Plastics and Rubber						
Machinery and Parts for Wrapping or Packaging			46.9	44.8	-4.5	9.6
Candy and Tobacco Products			37.8	35.4	-6.3	59.2
Automatic Weighing Machinery						
Industrial Equipment for Treating Materials by Temperature Change and Parts			50.7	89.2	75.9	23.1

Commodity	Quantity 1986	Quantity 1987	Value 1986	Value 1987	Percent Change 1986/87	Japan's Share of U.S. Imports 1987
Airconditioning Machinery and Parts			$214.7	$244.5	13.9%	52.7%
Pumps (except for motor vehicles) and Parts			77.7	88.7	14.2	11.4
Compressors and Parts			392.8	499.8	27.2	56.2
Refrigeration and Airconditioning Compressors Under 1/4 Horsepower	1,546,371 no	1,405,852 no	63.5	67.5	6.3	43.0
Refrigeration and Airconditioning Compressors Between 1/4 and 1 Horsepower	950,309 no	954,010 no	44.8	45.8	2.2	49.0
Refrigeration and Airconditioning Compressors Over 1 Horsepower	3,461,733 no	4,151,649 no	206.3	293.3	42.2	91.9
Parts			57.9	77.4	33.7	45.2
Fans and Blowers (except for motor vehicles) and Parts			77.8	84.7	8.9	13.3
Power Hand Tools			192.1	217.9	13.4	44.1
Electric Hand Tools			202.8	210.0	3.6	54.7
Electric Drills	1,323 407 no	1,105,239 no	56.0	49.8	-11.1	56.4
Electric Saws	847,869 no	895,202 no	60.1	70.0	16.5	78.6
Tools for Hand or Machine Use and Accessories			173.3	220.0	26.9	23.6
Bearings and Parts			290.3	300.8	3.6	42.4
Radial Ball Bearings (unmounted)			104.9	106.6	1.6	37.0
Parts of Ball Bearings			26.9	32.4	20.4	75.0
Tapered Roller Bearings and Parts			94.4	93.6	-0.8	70.7
Taps, Cocks, Valves and Similar Devices and Parts			235.4	260.1	10.5	21.4
Speed Changers and Other Transmission Equipment			58.6	68.8	17.4	14.5
Small Stationary Diesel Engines and Parts			135.3	150.1	10.9	26.2
Small Stationary Gas Engines and Parts			227.7	321.3	41.1	70.6
Steam Turbines and Parts			47.1	27.0	-42.7	25.4
Electromedical Apparatus and Parts			206.3	226.0	9.5	31.4
X-Ray Apparatus and Parts			100.8	115.1	14.2	17.0
Medical, Dental and Veterinary Instruments and Parts			203.4	210.6	3.5	25.0
Optical Instruments (excl. electro-optical)			132.5	130.8	-1.3	73.7
Telescopes and Binoculars	4,128,265 no	3,173,755 no	103.8	76.3	-26.5	58.0
Microscopes and Parts			78.8	74.3	-5.7	43.4
Nonelectric Measuring, Checking, Analyzing and Controlling Instruments and Parts			154.3	177.1	14.8	22.4
Drafting and Marking Out Devices			50.1	57.9	15.6	31.4
Electric Measuring, Checking, Analyzing and Controlling Instruments and Parts			485.9	564.2	16.1	26.7
Instruments for Measuring or Controlling Liquids and Gases			80.1	113.1	41.2	31.7
Instruments for Physical or Chemical Analysis			34.3	71.1	107.3	31.1
Instruments and Apparatus for Checking or Measuring Electrical Quantities			112.7	136.8	21.4	38.7
Film Processing and Printing Equipment			160.1	129.1	-19.4	63.2
Magnetic Media			863.0	810.9	-6.0	61.9
Blank Audio Cassettes	67,536,899 no	90,792,658 no	71.1	89.1	25.3	48.4
Blank Video Cassettes	142,968,638 no	73,211,991 no	461.4	243.8	-47.2	55.9
Blank Audio Recording Media (excl. cassettes and cartridges)			60.6	69.7	15.0	54.5
Blank Video Recording Media (excl. cassettes and cartridges)			148.0	240.8	62.7	87.1
Blank Computer Tape			62.9	29.0	-53.9	41.8
Buildings, Door Frames and Other Structures of Nonferrous Metals			129.4	8.1	-93.7	4.7

Commodity	Quantity 1986	Quantity 1987	Value 1986	Value 1987	Percent Change 1986/87	Japan's Share of U.S. Imports 1987
Electric Machinery			$7,532.5	$8,517.7	13.1%	33.8%
Semiconductors			1,275.5	1,716.6	34.6	23.7
Discrete Devices			347.0	371.3	7.0	30.1
Power Transistors	94,511,863 no	155,286,602 no	28.8	37.9	31.6	19.9
Transistor Parts			232.9	238.9	2.6	45.5
Integrated Circuits			928.5	1,345.3	44.9	22.4
Linear (Analog) Chips	54,844,925 no	72,719,436 no	47.9	55.7	16.3	8.6
Digital Bipolar Chips			126.1	127.8	1.3	10.8
Digital Metal Oxide on Silicon Chips	296,194,229 no	343,446,700 no	694.4	1,043.9	50.3	29.4
Hybrid Chips	23,255,676 no	39,311,288 no	55.0	109.1	98.4	24.6
Chips, Dice and Wafers			116.1	166.3	43.2	45.4
Mounted Piezo Electrical Crystals	90,352,210 no	97,592,585 no	46.3	64.5	39.3	63.8
Printed Circuit Boards	12,287,199 no	16,312,427 no	131.2	178.2	35.8	33.5
Capacitors			137.4	172.5	25.5	38.1
Fixed Aluminum Electrolytic Capacitors	901,358,717 no	1,149,539,674 no	57.8	75.9	31.3	81.0
Fixed Ceramic Capacitors	1,583,820,790 no	1,811,121,478 no	45.4	43.8	-3.5	26.0
Electronic Tubes and Parts (excl. television picture tubes)			69.1	90.0	30.2	36.1
Cathode Ray Tubes			32.9	33.1	0.6	75.0
Microphones, Loudspeakers and Amplifers and Parts			544.4	522.7	-4.0	48.1
Loudspeakers	40,127,085 no	43,714,154 no	245.4	244.0	-0.6	49.4
Audiofrequency Amplifiers	2,337,589 no	1,978,963 no	182.4	180.7	-0.9	57.6
Television Cameras and Parts	510,200 no	399,961 no	383.2	257.6	-32.8	90.4
Radio Transceivers (excl. citizens' band)	541,781 no	575,993 no	112.4	121.0	7.7	37.0
Radio Antennas (excl. citizens' band)	3,195,677 no	3,388,683 no	32.5	35.6	9.5	51.7
Radar and Radio Navigational Aids and Parts			91.9	104.4	13.6	39.5
Radiotelephonic Apparatus and Parts			308.8	375.0	21.4	32.3
Telephone Apparatus and Parts			756.7	707.5	-6.5	37.4
Telephone Switching Equipment and Parts			162.8	123.9	-23.9	29.4
Telephone Instruments and Parts			363.6	338.2	-7.0	35.0
Telegraph Apparatus and Instruments and Parts			323.8	601.7	85.8	72.7
Electrical Transformers and Parts			33.3	31.9	-4.2	9.9
Switchgear			538.1	763.5	41.9	29.0
Circuit Breakers			16.8	33.5	99.4	26.1
Switches			210.9	298.2	41.4	36.8
Relays			74.4	107.1	44.0	45.8
Connectors			48.1	66.4	38.0	17.4
Rectifiers and Rectifying Equipment			154.9	244.4	57.8	25.9
Resistors			83.7	106.0	26.6	35.9
Insulated Electrical Conductors With Fittings			73.1	95.5	30.6	16.4
Insulated Electrical Conductors Without Fittings			27.4	21.4	-21.9	7.8
Electric Motors and Generators			228.0	225.6	-1.1	27.9
Electric Motors Under 1/40 Horsepower	13,319,305 no	13,787,063 no	87.8	86.4	-1.6	52.0
AC Electric Motors Over 1/10 Horsepower But Less Than 1 Horsepower	2,659,632 no	4,406,030 no	21.4	44.1	106.1	26.0
Electric Generators Under 40,000 Kilowatts	91,889 no	138,328 no	23.2	31.4	35.3	36.1
Generator Sets			79.7	67.5	-15.3	54.3
Gasoline Engine Generators Not Over 5 Kilowatts	142,098 no	90,771 no	60.1	42.4	-29.5	99.1
Welding Equipment and Parts			87.0	107.8	23.9	46.2
Batteries and Parts (excl. lead-acid batteries)			210.4	294.9	40.2	62.2
Primary Cells and Primary Batteries and Parts			99.4	140.3	41.1	61.2
Nickel-Cadmium Storage Batteries	29,236,352 no	47,626,947 no	82.0	128.8	57.1	63.2
Permanent Magnets and Magnetic Workholders			93.4	105.8	13.3	49.2

Commodity	Quantity 1986	Quantity 1987	Value 1986	Value 1987	Percent Change 1986/87	Japan's Share of U.S. Imports 1987
Electric Signalling Apparatus and Parts			$210.7	$258.8	22.8%	31.7%
Indicator Panels and Parts			112.1	156.1	39.3	59.2
Transport Equipment			570.5	802.9	40.7	9.9
Civilian Aircraft Parts and Engines			473.5	611.3	29.1	11.3
Parts for Rolling Stock			62.3	134.2	115.4	23.6
Buoys, Beacons and Floating Structures and Parts			0.1	25.6	25,500.0	77.1
Consumer Goods			15,451.1	13,384.5	-13.4	15.4
Color Video Cassette Recorders	16,888,994 no	11,360,446 no	4,307.3	2,605.1	-39.5	88.1
Black-and-White Video Cassette Recorders	699,317 no	548,560 no	151.6	115.8	-23.6	98.1
Video Tape Players	225,194 no	273,024 no	95.5	100.8	5.5	65.8
Assembled Color Television Receivers	1,530,546 no	594,634 no	502.1	239.1	-52.4	16.9
Assembled Black-and-White Television Receivers	725,763 no	498,641 no	59.0	38.8	-34.2	19.6
Television Combinations			345.6	195.7	-43.4	58.5
Unassembled Television Receivers and Incomplete Subassemblies			306.5	230.9	-24.7	26.9
Television Picture Tubes and Parts			122.2	130.0	6.4	59.1
Parts for Television Receivers			676.7	736.2	8.8	44.9
Converters, Preamplifiers, Amplifiers and Couplings for Cable Television			313.4	372.1	18.7	49.3
AM and AM/FM Radio Receivers (except for motor vehicles)	4,455,365 no	3,237,646 no	234.2	236.2	0.9	40.3
Radio Receivers (except entertainment broadcast band)			46.1	63.6	38.0	57.4
Radio-Tape Recorder Combinations	2,596,305 no	1,277,552 no	135.3	93.7	-30.7	27.8
Radio-Tape Player Combinations	11,611,974 no	9,013,370 no	712.9	727.1	2.0	37.7
Radio-Phonograph-Tape Recorder Combinations	1,049,907 no	1,967,745 no	635.6	1,030.9	62.2	97.8
Audio Tape Players	5,153,790 no	3,230,051 no	151.9	121.9	-19.7	60.0
Audio Tape Recorders and Parts	3,592,487 no	3,577,406 no	555.6	431.3	-22.4	57.2
Tape Recorder and Tape Player Combinations (not incorporating radio or television receiver)			210.2	238.2	13.3	34.5
Record Players, Phonographs, Record Changers and Turntables and Parts	5,575,509 no	4,910,529 no	533.2	509.6	-4.4	84.8
Electric Appliances and Parts			763.3	581.5	-23.8	21.2
Refrigerators and Parts			73.6	66.3	-9.9	17.2
Parts			44.9	36.9	-17.8	38.7
Microwave Ovens	3,547,653 no	2,167,350 no	367.1	213.2	-41.9	33.4
Electric Stoves and Ranges and Parts			178.1	177.5	-0.3	65.7
Window and Wall Airconditioners	95,985 no	61,792 no	27.1	15.6	-42.4	10.2
Home Sewing Machines	133,472 no	116,160 no	28.3	25.8	-8.8	14.7
Kerosene Heaters	740,780 no	515,740 no	43.3	33.6	-22.4	38.3
Lawn Mowers and Parts			50.7	59.9	18.1	42.7
Portable Typewriters	922,741 no	149,562 no	88.5	10.5	-88.1	12.9
Typewriter and Similar Ribbons			35.5	17.2	-51.5	51.6
Electric Filament Lamps (excl. sealed beams)			65.8	71.9	9.3	27.0
Mirror Glass			31.9	38.4	20.4	28.4
Earthen and China Tableware and Household Articles			391.5	360.0	-8.0	27.5
Nonbone China Tableware	150,243,924 pc	125,761,848 pc	144.5	134.3	-7.1	30.2
Earthen Tableware	304,721,580 pc	317,512,020 pc	174.7	164.9	-5.6	44.3
Table Flatware and Kitchen Knives			93.1	79.0	-15.1	27.9
Metal Housewares			47.6	36.4	-23.5	5.6
Pipe Wrenches and Spanners and Parts			27.1	25.5	-5.9	16.5
Fixed Focus Still Cameras	934,661 no	2,050,658 no	36.4	30.4	-16.5	24.6
Variable Focus Still Cameras	6,093,120 no	5,806,684 no	643.2	669.8	4.1	88.9

Commodity	Quantity 1986	Quantity 1987	Value 1986	Value 1987	Percent Change 1986/87	Japan's Share of U.S. Imports 1987
Still Camera Parts			$34.0	$30.0	-11.8%	44.8%
Mounted Photographic Lenses	5,026,321 no	3,467,903 no	194.5	194.9	0.2	82.8
Flash Apparatus			54.5	54.1	-0.7	63.0
Still Photographic Color Film (35 mm)	42,156,986 no	50,576,239 no	54.3	70.6	30.0	60.1
Optical Elements			129.8	142.0	9.4	43.9
Glasses and Frames			86.0	91.9	6.9	13.1
Frames	705,154 no	651,423 no	58.6	64.5	10.1	18.7
Clocks and Watches and Parts			472.9	518.4	9.6	30.8
Solid State Electronic Watches	10,574,362 no	10,995,642 no	48.9	78.2	59.9	35.7
Other Watches Without Balance Wheel and Hairspring	15,598,682 no	17,836,658 no	303.5	335.4	10.5	39.5
Electric Clocks (incl. battery operated)	4,707,567 no	2,823,583 no	42.3	28.6	-32.4	33.3
Toys and Sporting Goods			523.1	749.4	43.3	13.6
Toys			134.8	58.5	-56.7	2.4
Rubber or Plastic Toys			81.6	17.3	-78.8	4.3
Models			44.5	64.8	45.6	23.7
Video Games and Parts			129.7	398.4	207.2	59.2
Firearms and Parts			54.0	62.2	15.2	27.0
Fishing Equipment			79.2	86.6	9.3	31.3
Golf Equipment			28.9	43.1	49.1	22.6
Musical Instruments and Parts			391.0	542.9	38.8	60.9
Pianos and Parts			67.2	85.1	26.6	49.6
Electronic Musical Instruments			245.1	377.7	54.1	89.2
Motorcycles and Parts (excl. engines)			853.3	553.3	-35.2	88.1
Motorcycles	534,742 no	286,131 no	691.6	392.9	-43.2	89.9
Motorcycles with Piston Displacement Between 190 cc and 290 cc	104,780 no	52,651 no	140.2	75.1	-46.4	94.7
Motorcycles with Piston Displacement Over 290 cc	191,332 no	91,786 no	410.3	223.3	-45.6	87.7
Parts (excl. engines)			161.7	160.3	-0.9	84.1
Adult Bicycles and Parts			155.2	130.0	-16.2	24.9
Bicycles	465,173 no	284,646 no	68.4	48.5	-29.1	13.9
Parts			86.8	81.5	-6.1	46.7
Outboard Motors and Parts	124,010 no	135,301 no	183.5	217.9	18.7	79.1
Parts for Pleasure Boats			36.6	75.0	104.9	41.3
Clothing and Accessories			464.0	379.4	-18.2	1.9
Women's Cotton Slacks	8,859,888 no	5,820,384 no	59.6	45.6	-23.5	6.2
Women's and Girls' Cotton and Manmade-Fiber Knit Shirts	7,450,320 no	13,565,016 no	25.9	18.5	-28.6	1.7
Scarves, Shawls and Mufflers			42.9	52.5	22.4	36.3
Furniture			75.5	54.6	-27.7	1.4
Pearls (not set or strung)			161.5	128.2	-20.6	82.3
Jewelry			74.4	61.4	-17.5	2.3
Works of Art			45.4	33.0	-27.3	3.8
Printed Material			197.0	207.3	5.2	13.9
Books			125.7	126.8	0.9	17.6
Pens and Pencils			129.3	125.2	-3.2	49.7
Ballpoint Pens	223,740,442 no	268,638,281 no	50.5	60.3	19.4	57.8
Marking Pens			31.7	24.7	-22.1	47.4
Cigarette Lighters and Parts			25.9	20.9	-19.3	23.9
Pharmaceuticals			261.0	330.9	26.8	12.5
Bulk Vitamins			50.9	53.1	4.3	30.7
Bulk Antibiotics			42.5	50.0	17.6	17.9
Benzenoid Drugs			131.7	176.9	34.3	14.4

Commodity	Quantity 1986	Quantity 1987	Value 1986	Value 1987	Percent Change 1986/87	Japan's Share of U.S. Imports 1987
Intermediate Goods			$6,948.7	$7,281.0	4.8%	6.6%
Steel Mill Products	4,422,244 stn	4,321,042 stn	2,231.5	2,214.7	-0.8	26.1
Ingots, Blooms, Billets and Slabs (excl. alloyed)	155,266 stn	91,305 stn	27.2	20.2	-25.7	4.7
Wire Rods and Bars	841,812 stn	1,014,997 stn	345.7	393.8	13.9	22.8
Unalloyed Wire Rods	216,685 stn	202,340 stn	83.6	78.5	-6.1	19.8
Alloyed Wire Rods	54,464 stn	50,145 stn	41.1	37.4	-9.0	35.6
Alloyed Bars	40,577 stn	42,060 stn	43.4	42.6	-1.8	17.5
Semifinished Angles, Shapes and Sections Over 3"	408,494 stn	589,938 stn	129.7	183.3	41.3	32.9
Plates and Sheets	2,535,358 stn	2,510,248 stn	1,209.6	1,287.7	6.5	31.7
Tin Plate and Tin-Coated Sheets	202,906 stn	138,326 stn	113.0	82.8	-26.7	41.9
Coated Plates and Sheets	1,237,330 stn	1,371,329 stn	628.5	735.0	16.9	49.6
Unalloyed Non-Pickled Plates and Pickled Sheets	211,684 stn	216,953 stn	67.0	75.9	13.3	10.4
Black Plate	139,295 stn	113,358 stn	56.9	51.4	-9.7	71.3
Unalloyed Hot-Rolled Sheets	104,393 stn	80,630 stn	31.5	25.4	-19.4	6.9
Unalloyed Cold-Rolled Sheets	527,367 stn	472,783 stn	208.4	207.2	-0.6	25.1
Alloyed Plates and Sheets	95,769 stn	97,599 stn	94.5	98.5	4.2	31.4
Strip	50,981 stn	40,410 stn	62.7	54.5	-13.1	26.3
Alloy Tool Steel Strip	18,201 stn	9,959 stn	30.8	21.5	-30.2	45.0
Rails	88,661 stn	81,260 stn	34.3	30.5	-11.1	46.1
Wire (excl. flat wire and insulated electric wire)	107,502 stn	97,617 stn	80.3	70.7	-12.0	18.9
Unalloyed and Uncoated Wire	74,946 stn	43,161 stn	47.6	24.6	-48.3	19.3
Tubes, Pipes and Fittings	717,304 stn	559,940 stn	464.4	350.6	-24.5	23.3
Cast Fittings, Forged Steel Flanges and Butt-Weld Fittings	25,703 stn	12,405 stn	51.8	32.8	-36.7	23.7
Unalloyed Welded or Seamless API Line Pipe	178,563 stn	70,724 stn	73.9	29.5	-60.1	17.2
Unalloyed Welded or Seamless Pipes and Tubes, Threaded	83,430 stn	68,868 stn	53.7	43.5	-19.0	67.2
Unalloyed Pipes and Tubes of Circular Cross Section	102,700 stn	125,136 stn	55.7	65.2	17.1	42.7
Alloyed Pipes and Tubes	46,948 stn	27,674 stn	74.3	49.6	-33.2	27.0
Nonferrous Metals			504.6	450.6	-10.7	5.6
Copper and Copper Alloys			121.0	142.9	18.1	9.2
Pipes and Tubes			71.4	78.5	9.9	40.2
Aluminum and Aluminum Alloys			330.3	242.3	-26.6	8.5
Wrought Aluminum Sheets and Strip, Not Clad	152,351 stn	104,239 stn	294.1	203.3	-30.9	33.7
Steel Pillars, Girders and Similar Structural Units			27.8	15.0	-46.0	10.0
Wire Products (excl. insulated electric wire)			131.3	124.5	-5.2	22.7
Steel Wire Strand, Unfitted and Uncovered	41,165 stn	44,535 stn	46.3	57.9	25.1	29.7
Brass-Plated Steel Rope and Cable, Unfitted and Uncovered	21,190 stn	14,237 stn	45.2	32.1	-29.0	34.5
Nails and Industrial Fasteners			384.4	390.4	1.6	30.1
Steel Bolts and Bolts With Nuts	48,092 stn	35,184 stn	57.9	54.0	-6.7	31.7
Steel Nuts	45,757 stn	42,891 stn	80.5	90.5	12.4	44.1
Steel Screws	136,363 stn	120,503 stn	172.4	169.7	-1.6	44.1
Locks and Padlocks			30.2	50.7	67.9	19.2
Steel Chains			68.5	62.8	-8.3	40.0
Industrial Chemicals (excl. fertilizers and pharmaceuticals)			1,359.7	1,618.7	19.0	20.1
Organic Chemicals Found Naturally in Coal Tar			54.0	47.7	-11.7	11.5
Benzene	31,340,791 gal	20,950,218 gal	26.4	26.6	0.8	13.3
Other Cyclic Organic Chemical Products			139.0	169.7	22.1	15.2
Aromatic or Odoriferous Compounds (incl. flavors)			65.1	53.6	-17.7	55.1
Organic Acids, Acid Anhydrides and Salts			127.3	86.3	-32.2	23.9
Amino Acids and Other Nitrogenous Compounds			142.5	187.5	31.6	14.5

Commodity	Quantity 1986	Quantity 1987	Value 1986	Value 1987	Percent Change 1986/87	Japan's Share of U.S. Imports 1987
Iodine	2,147 stn	2,753 stn	$24.7	$38.4	55.5%	79.9%
Synthetic Organic Dyestuffs			155.2	199.3	28.4	46.7
Plastic Materials and Resins			344.0	397.8	15.6	22.4
Flexible Film, Strips and Sheets of Plastic Materials			156.7	185.9	18.6	27.9
Synthetic Rubber			33.0	41.3	25.2	11.6
Rubber or Plastic Hose, Pipe and Tubing			62.2	72.6	16.7	29.8
Rubber or Plastic Machinery Belts and Belting			28.2	33.6	19.1	23.4
Rubber or Plastic Gaskets			49.9	61.9	24.0	24.0
Tires and Tubes (excl. car, truck and bus tires)			100.8	104.9	4.1	28.3
Plywood and Veneers	117,208 msf	105,319 msf	27.4	19.1	-30.3	2.4
Paper Products			137.3	177.2	29.1	2.5
Coated Paper and Paperboard			91.6	122.2	33.4	13.9
Yarns, Fabrics and Made-Up Textile Articles			855.4	755.5	-11.7	11.6
Manmade-Fiber Yarn	11,944 stn	11,286 stn	61.5	63.5	3.3	14.3
Cotton Fabrics	117,690,865 syd	90,107,072 syd	163.5	149.9	-8.3	11.6
Manmade-Fiber Fabrics	304,217,489 syd	217,381,016 syd	357.1	285.8	-20.0	32.1
Fabrics 85 Percent or More By Weight Polyester	186,794,941 syd	138,349,886 syd	211.0	170.4	-19.2	48.7
Silk Fabrics	5,189,809 syd	4,960,861 syd	27.4	29.6	8.0	12.9
Wool Fabrics	5,156,937 syd	5,463,026 syd	27.1	29.8	10.0	14.8
Wadding, Batting and Nonwoven Fabrics	1,594 stn	1,760 stn	37.5	38.5	2.7	36.7
Ceramic Tile	54,556,963 sft	41,951,285 sft	59.9	54.7	-8.7	14.4
Electrodes for Electric Furnaces and Electrolytic Use	30,224 stn	26,574 stn	53.1	38.6	-27.3	34.7
Coke for Use as Fuel	294,103 stn	540,842 stn	23.0	34.5	50.0	62.8
Photographic Film and Paper (excl. film packaged for retail sale)			358.3	384.2	7.2	42.0
Medical X-Ray Film	76,429,306 sft	65,397,991 sft	55.2	50.0	-9.4	44.4
Silver Halide Color Photographic Paper	682,674,112 sft	613,622,249 sft	131.0	123.5	-5.7	43.1
Food and Feed			503.9	450.8	-10.5	1.9
Fish and Fish Products			260.1	223.7	-14.0	4.0
Scallops	5,822 stn	4,207 stn	50.4	38.4	-23.8	23.6
Alcoholic Beverages			31.3	33.6	7.3	1.0
Miscellaneous Imports			824.4	817.1	-0.9	6.8
U.S. Goods Returned			369.7	350.3	-5.2	5.3
Estimated Shipments			389.2	406.3	4.4	17.4

Key to quantity abbreviations:
- gal = gallons
- msf = thousand square feet
- no = number
- pc = pieces
- sft = square feet
- stn = short tons
- syd = square yards

*Imports are valued on a Customs value basis.

Source: U.S. Department of Commerce, U.S. General Imports: Schedule A Commodity by Country (FT 135), December 1986 and December 1987